
Multiple Destination Licenses

Q: Does the issuance of a Multiple Destination License constitute or guarantee permission to sell?

A: A Multiple Destination License grants the right to market a product to a set of authorized countries. There will be a presumption, in the majority of cases, that an export license will be granted to the marketed countries – in effect establishing a pre-approved sales territory.

A Multiple Destination License does not constitute or guarantee approval for sale. An export license is still required for the export/sale of any defense good, tech data or service.

Q: How far can a Multiple Destination License extend? Is it limited to just within NATO/Japan/Australia?

A: A Multiple Destination License is encouraged for NATO/Japan/Australia partnerships with the idea that such partnerships will result in sales to countries within this grouping. However, USG third party destination countries do not have to fall within this sphere (e.g. Middle East – Asia, etc).

There will be a general principle for approving items that are manufactured within NATO/JA for sale within NATO/JA realm.

Q: If a company were to request a Multiple Destination License, does it hold up the issuance of an export license?

A: Issuing a Multiple Destination License is mutually exclusive from the issuance of an export license. If the requested marketing territory spans countries and regions with vastly different military capabilities or politically sensitive destinations – the process of approval will be lengthened for the issuance of both marketing and export licenses. One matter does not have a bearing on the other.

Granting a Multiple Destination approval at the beginning of a joint manufacturing agreement is aimed to help provide industry assurances by providing what amounts to a Pre-approved sales territory. The idea is to speed up the entire licensing process by limiting the number of authorizations industry must seek from the USG.

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Q: How long does a Multiple Destination License last?

A: Per request and approval, a Multiple Destination License will be issued at the beginning of a joint manufacturing agreement and is valid for the duration of the program. The USG retains the right to revoke a destination approval based on foreign policy and national security grounds (e.g. coups; assassinations, change in strategic posture, etc.)